

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US  
Serial No. 09/487,361  
Page 2

**IN THE CLAIMS:**

*Set forth below in ascending order, with status identifiers, is a complete listing of all claims currently under examination. Changes to any amended claims are indicated by strikethrough and underlining. This listing also reflects any cancellation and/or addition of claims.*

1. (Currently amended) A ~~method for determining a room rate for a guest, comprising~~ processor-readable medium comprising code representing instructions to cause a processor to:

receive ~~receiving~~ guest information from a first guest, said guest information including at least one of a name, a market segment, and a point of origin;

receive ~~receiving~~ a ~~first~~ room request from said first guest, said first room request from ~~said first guest~~ including at least one of an arrival date, a length of stay, and a room feature; and

determine ~~determining~~ a ~~first~~ room rate for said first guest based on a comparison between said guest information and ~~historical~~ guest profile information associated with similar guests and further based on a comparison between said ~~first~~ room request from said first guest and a forecast of demand for a similar request, said forecast of demand being based on historical data.

2. (Currently amended) The ~~method~~ processor-readable medium of claim 1, further comprising code representing instructions to cause a processor to:

receive ~~receiving~~ guest information from a second guest;

receive ~~receiving~~ a ~~second~~ room request from said second guest, said ~~second~~ room request from said second guest being similar to said ~~first~~ room request from said first guest; and

determine ~~determining~~ a second room rate for said second guest based on a comparison between said guest information and ~~historical~~ guest profile information associated with similar guests and a comparison between said ~~second~~ room request from said second guest and said forecast of demand for a similar request, said ~~first~~ room rate for said first guest being different from said ~~second~~ room rate for said second guest.

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US  
Serial No. 09/487,361  
Page 3

3. (Currently Amended) The ~~method~~ processor-readable medium of claim 1, further comprising code representing instructions to cause a processor to:

receive ~~receiving~~ guest information from a second guest, said guest information from said second guest being similar to said guest information from said first guest;

receive ~~receiving~~ a second room request from said second guest; and

determine ~~determining~~ a ~~second~~ room rate for said second guest based on a comparison between said guest information and ~~historical~~ guest profile information associated with similar guests and a comparison between said ~~second~~ room request from said second guest and said forecast of demand for a similar request, said ~~first~~ room rate for said first guest being different from said second room rate for said second guest.

4. (Currently Amended) The ~~method~~ processor-readable medium of claim 1, wherein said room request from said first guest includes an arrival date, a length of stay, and at least one room attribute.

5. (Currently Amended) The ~~method~~ processor-readable medium of claim 4, further comprising, ~~before said determining~~ code representing instructions to cause a processor, before determining said room rate for said first guest, to:

organize ~~organizing~~ an inventory of hotel rooms as a plurality of attribute combinations, wherein a first attribute combination represents a second attribute combination and a third attribute combination, wherein said second attribute combination is different from said third attribute combination;

determine ~~determining~~ a number of rooms in said inventory represented by each of said attribute combinations;

identify ~~identifying~~ each attribute combination from ~~of~~ said plurality of attribute combinations that corresponds to said at least one room attribute in said room request from said first guest; and

determine ~~determining~~ whether said room request from said first guest can be met from said inventory based on a number of rooms available for each identified attribute combination.

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US

Serial No. 09/487,361

Page 4

6. (Currently Amended) The ~~method~~ processor-readable medium of claim 5, further comprising code representing instructions to cause a processor to:

adjust ~~adjusting~~ said number of rooms available for each identified attribute combination if said room request from said first guest can be met from said inventory.

7. (Currently Amended) The ~~method~~ processor-readable medium of claim 5, further comprising code representing instructions to cause a processor to:

deny ~~denying~~ said room request from said first guest if said room request from said first guest cannot be met from said inventory.

8. (Currently Amended) The ~~method~~ processor-readable medium of claim 6 5, wherein said number of rooms available includes an allowed number of overbooked rooms.

9. (Currently Amended) The ~~method~~ processor-readable medium of claim 6 5, wherein said number of rooms available is based on said forecast of demand.

10. (Currently Amended) The ~~method~~ processor-readable medium of claim 6 5, wherein said first room rate for said first guest is further based on said number of rooms available.

11. – 21. (Canceled)

22. (New) A system, comprising:

an interface configured to receive guest information and a room request from a first guest; and

a processor in communication with the interface, the processor being configured to determine a room rate for the first guest based on a comparison between the guest information and guest profile information associated with similar guests and further based on a comparison between the room request from the first guest and a forecast of demand for a similar request, the forecast of demand being based on historical data.

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US  
Serial No. 09/487,361  
Page 5

23. (New) The system of claim 22, wherein the interface is configured to receive guest information including at least one of a name, a market segment, and a point of origin.

24. (New) The system of claim 22, further comprising:

a centralized database in communication with the interface and the processor, the centralized database being configured to store and communicate to the processor the guest profile information associated with the similar guests, the centralized database being further configured to store and communicate to the processor the historical data.

25. (New) The system of claim 24, wherein the centralized database is configured to store information associated with a first lodging property and information associated with a second lodging property, the information associated with the first lodging property and the information associated with the second lodging property each including an inventory of rooms.

26. (New) The system of claim 25, further comprising:

a first external database associated with the first lodging property, the first external database being configured to store inventory information associated with rooms of the first lodging property including availability information and pricing information of rooms of the first lodging property; and

a second external database associated with the second lodging property, the second external database being configured to store inventory information associated with rooms of the second lodging property including availability information and pricing information regarding each of said inventory of rooms of rooms of the second lodging property.

27. (New) The system of claim 26, further comprising:

a reservations management system configured to communicate with the interface and the processor, the reservations management system being configured to communicate with a first reservation system and a second reservation system different from the first reservation system, the reservations management system being configured to make a reservation for a room of at least one of the first lodging property and the second lodging property based on the guest

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US

Serial No. 09/487,361

Page 6

information, the reservations management system being further configured to update information in the centralized database associated with the reservation, and the reservations management system being further configured to update inventory information in at least one of the first external database and the second external database based on the reservation.

28. (New) The system of claim 27, wherein the reservations management system is configured to query the centralized database for inventory information associated with rooms of the first lodging property and for inventory information associated with rooms of the second lodging property.

29. (New) The system of claim 22, further comprising:

a reservations management system configured to communicate with the interface and the processor, the reservations management system being configured to communicate with a first reservation system and a second reservation system different from the first reservation system, the reservations management system being configured to make a reservation for a room of at least one of a first lodging property and a second lodging property based on the guest information.

30. (New) The system of claim 29, wherein the first reservation system includes at least one of a global distribution system and a property management system that controls an inventory of at least one of a hotel and a hotel chain.

31. (New) The system of claim 29, wherein the interface includes at least one of a reservation agent terminal, a direct access client, and a web server coupled to a web browser, the interface being in communication with the first reservation system.

32. (New) The system of claim 29, wherein the reservations management system is configured to cause the processor to determine the room rate for the first guest.

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US  
Serial No. 09/487,361  
Page 7

33. (New) The system of claim 29, wherein said reservations management is configured to managing yield of at least one of the first lodging property and the second lodging property.

34. (New) The system of claim 29, wherein the interface is a first interface from a plurality of interfaces, the first interface being configured to communicate with the first reservation system, a second interface from the plurality of interfaces being configured to communicate with the second interface system.

35. (New) The system of claim 34, wherein the first interface is configured to translate information between a format associated with the reservation management system and a format associated with the first reservation system; and

wherein the second interface is configured to translate information between the format associated with the reservation management system and a format associated with said second reservation system.

36. (New) A system, comprising:

a centralized database configured to store historical data and information associated with an inventory of rooms for a first lodging property and information associated with an inventory of rooms for a second lodging property;

a first external database in communication with the centralized database, the first external database being configured to store inventory information associated with the first lodging property, the inventory information including availability information and pricing information associated with the first lodging property;

a second external database in communication with the centralized database, the second external database being configured to store inventory information associated with the second lodging property, the inventory information including availability information and pricing information associated with the second lodging property; and

a reservations management system in communication with the centralized database and at least one of the first external database and the second external database, the reservations management system being configured to determine a room rate for a guest based on a

Rev. 10/14/2003

Attorney Docket No. SYNC-001/01US  
Serial No. 09/487,361  
Page 8

comparison between guest information associated with the guest and guest profile information associated with similar guests and further based on a comparison of a room request made by the guest and a forecast of demand for a similar request, the forecast of demand being based on historical data received from the centralized database.